

Message Text

CONFIDENTIAL

PAGE 01 FREETO 00591 251636Z

61

ACTION EB-07

INFO OCT-01 AF-06 ISO-00 CCO-00 CIAE-00 OTPE-00 FCC-01

INR-07 NSAE-00 OC-05 COME-00 BIB-01 XMB-02 L-02 /032 W
----- 091227

R 251540Z MAR 75

FM AMEMBASSY FREETOWN
TO SECSTATE WASHDC 935

CONFIDENTIAL FREETOWN 0591

DEPARTMENT PASS TO COMMERCE, EXIMBANK

E.O. 11652: GDS
TAGS: BTIO SL
SUBJECT: SATELLITE COMMUNICATION EARTH STATION

1. GOSL NEGOTIATING WITH SEVERAL FIRMS FOR INSTALLMENT OF SATELLITE COMMUNICATION EARTH STATION, ESTIMATED TO COST \$6 MILLION. EMBASSY BELIEVES MITSUBISHI, NIPPON, GENERAL TELEPHONE & ELECTRONICS, AND POSSIBLY ITT, A FRENCH CONSORTIUM AND AN ITALIAN CONSORTIUM COMPETING FOR CONTRACT.

2. GTE REPS CALLED ON AMBASSADOR MARCH 21 AND REPORTED THAT MITSUBISHI APPEARED TO BE MOST FORMIDABLE COMPETITOR BECAUSE THEY HAD ALREADY OFFERED A FINANCIAL PACKAGE. GTE REPS SAID THEY HAD SPOKEN TO EXIMBANK ABOUT FINANCING BUT THAT BANK WAS AT THAT TIME "COOL" TOWARDS PROJECT.

3. AMBASSADOR WAS TOLD MARCH 22 BY ANOTHER LOCAL BUSINESSMAN THAT HE HAD FELT HE HAD THE DEAL SEWN UP FOR NIPPON.

4. SITUATION APPEARS VERY FLUID AND FAST MOVING. EMBASSY REQUESTS ACCOUNTS ANY GTE OR ITT DISCUSSIONS WITH EXIMBANK ON FINANCING SL PURCHASE OF SATELLITE COMMUNICATION EARTH STATION. ADVISE LIKELIHOOD AVAILABILITY OF SUCH FINANCING IF REQUIRED TO MATCH OFFERS OF FOREIGN COMPETITORS.

5. EMBASSY REQUESTS DEPARTMENT PRESERVE CONFIDENTIALITY OF CONFIDENTIAL

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PAGE 02 FREETO 00591 251636Z

EMBASSY'S DISCUSSION WITH GTE REPS.

SAMUELS

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NNN

Message Attributes

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Disposition Approved on Date:
Disposition Authority: buchant0
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Disposition Date: 28 MAY 2004
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Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Margaret P. Grafeld
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05 JUL 2006

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